



Team Finland network funding and advisory services:

Support for sustainable business at all stages in developing countries

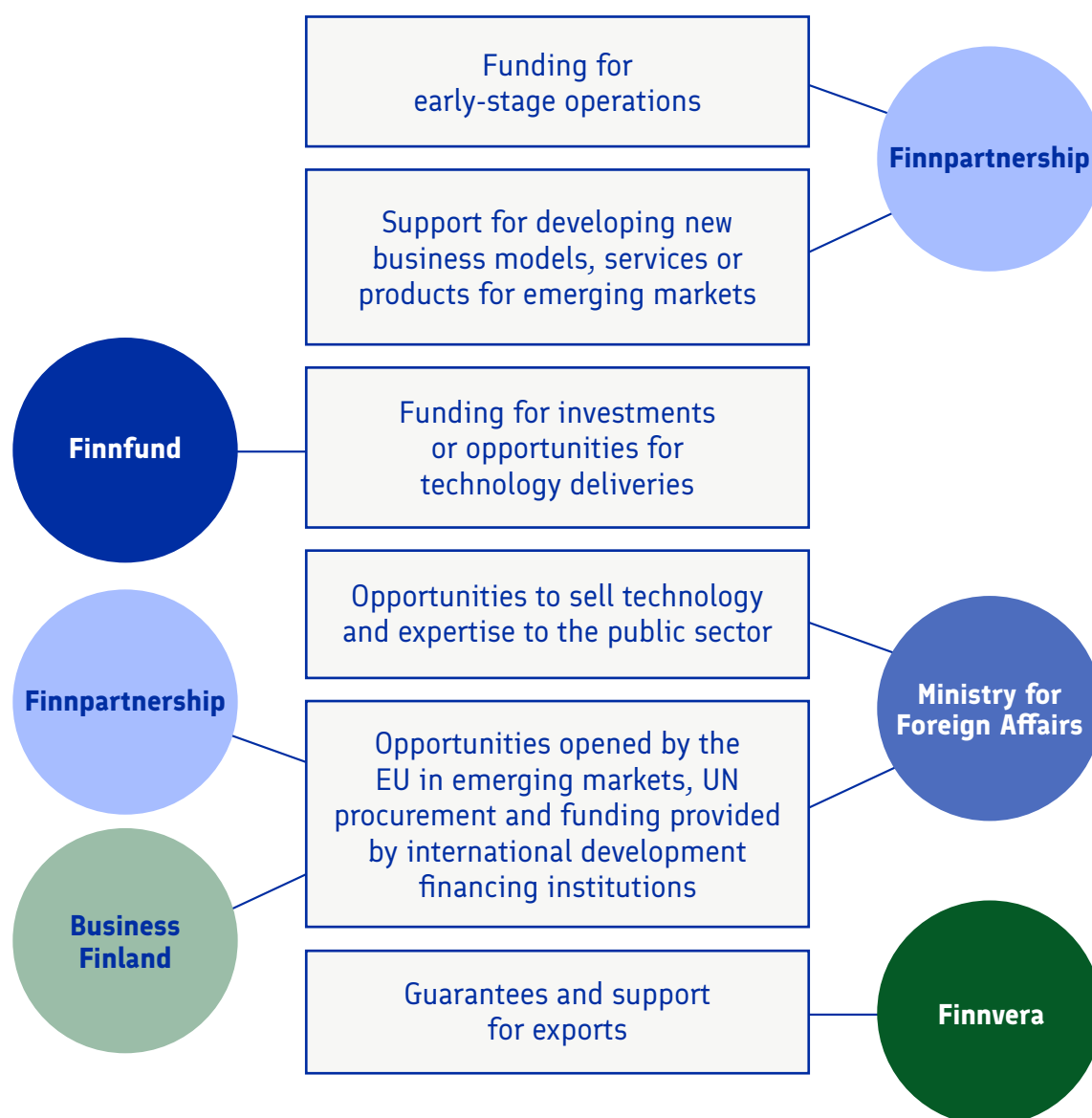
Responsible business strengthens economic growth in developing countries, supports diversification, and improves the quality and availability of services. The Team Finland network offers funding and advisory services for all stages of business development.

Is your company starting operations in a developing country, or are you already experienced in

these markets? Are you wondering where to find funding for the early stages of your business, or how to find support for developing your business model, services or products? Or perhaps you are looking for guarantees for exports or funding to scale your operations?

This brochure will help you find the right support organisations in the Team Finland network.

Business needs and funding options in emerging markets



Looking for funding to start your business?

Finnpartnership provides business advisory services, project funding and contacts to help start sustainable business operations in developing countries.

The Finnpartnership programme's main service is the Business Partnership Support, a type of start-up grant for businesses in developing countries. The typical support amount exceeds EUR 100,000 and can cover up to 85% of the early-stage costs of a project. As a rule, this support is considered de minimis aid, and the amount ranges between EUR 15,000 and EUR 400,000. The Business Partnership Support can be used for activities such as identifying business partners, planning operations and training employees in

the target country. The support can also be used for strengthening existing business operations, implementing follow-up projects, and piloting in cooperation with ODA-eligible international organisations.

The services offered by Finnpartnership are free of charge. They are intended for companies, civil society organisations, educational institutions and other relevant actors. Monthly application workshops are available to support the application process.

finnpartnership.fi/en/

Finnpartnership

Need support for developing new business models, services or products for emerging markets?

Finnpartnership

Finnpartnership offers innovation funding to support Finnish companies in co-developing and co-creating sustainable solutions with local partners in emerging markets. Innovation funding can be used for research, development and innovation activities such as business model development and commercialisation of research results, building partner and customer networks for innovative solutions, market studies and impact assessments, piloting new solutions, strengthening capabilities and acquiring expert services.

Innovation funding is complementary funding and must be linked to an R & D project funded by Business Finland. The funding covers 75% of eligible project costs in all emerging markets, and the maximum amount is EUR 300,000.

finnpartnership.fi/en/financial-grant/what-kinds-of-projects-are-eligible-for-financial-grant/innovation-funding/

Looking for investment funding or opportunities for technology deliveries?

Finnfund

Finnfund invests in responsible companies operating in developing countries. Its loans and equity investments typically range between EUR 5–15 million. Loans and investments are awarded to companies with a proven track record of responsible and profitable business activities that promote sustainable development.

Finnfund focuses on sectors such as renewable energy, digital solutions and infrastructure, financial services, agriculture and forestry. Finnfund does not invest

directly in Finnish companies or export operations.

However, its investments have opened up opportunities for equipment deliveries and other contracts for companies such as Wärtsilä, ABB and Claned, an education technology provider.

finnfund.fi/en/

Is your client a public sector entity?

Ministry for Foreign Affairs

The Public Sector Investment Facility (PIF) is a funding instrument that enables trade when the client of a Finnish company is a public sector entity such as a state enterprise, agency or ministry.

In practice, the PIF means that the interest on a commercial loan taken out by the client for procurement and part of the client's other expenses will be funded out of Finland's development cooperation appropriations. This increases the likelihood of securing contracts typically valued between EUR 10–30 million. To qualify,

the Ministry of Finance of the target country must act as the borrower or guarantor.

The PIF funding supports investments that help countries progress towards the UN Sustainable Development Goals by using Finnish technology and expertise. Relevant sectors include education, healthcare, water supply, energy, waste management, cleantech and rural ICT networks.

um.fi/public-sector-investment-facility

Interested in opportunities opened by the EU in emerging markets, UN procurement or funding provided by international development financing institutions?

Finnpartnership
Business Finland
Ministry for Foreign Affairs

Between 2021 and 2027, the EU and its member states are mobilising up to EUR 300 billion through the Global Gateway initiative for sustainable and high-quality projects in emerging markets. **Finnpartnership** helps Finnish companies access these procurement and investment opportunities. The joint Global Gateway strategy seeks to respond to partner countries' needs, and projects focus on digitalisation, climate and energy, transport, health, and education and research. **The Ministry for Foreign Affairs** and

Business Finland advise companies on funding opportunities provided by development financing institutions and on succeeding in UN procurement.

Finnpartnership can provide funding for pilot or demonstration projects carried out as part of the operations of other international organisations. Successful pilots can pave the way for wider adoption of Finnish technologies or solutions.

Looking for guarantees and support for exports?

Finnvera

Finnvera complements the commercial financial market by offering loans, guarantees and export credit guarantees to companies. It steps in when market-based financing is insufficient and helps businesses compete internationally.

The mitigation of export-related risks is particularly important when entering emerging markets. Finnvera covers political and commercial risks associated with export financing. Political risks arise from the economic

or political situation of the country where the exporting Finnish company's client operates. Commercial risks are related to the buyer, or their bank or guarantor. Finnvera's experts can help companies identify the right guarantee or export credit guarantee so that businesses can focus on product development and customer acquisition.

finnvera.fi/eng



Development cooperation creates markets, jobs and connections

The goal of Finland's development cooperation is to achieve sustainable results and long-term impacts. Developing country markets offer vast opportunities for Finnish businesses. The Ministry for Foreign Affairs uses development cooperation funds to support Finnish companies' partnerships and business opportunities in

developing countries. Examples of development impacts include job creation, increased availability of renewable energy, and wider use of environmental technology. The Ministry for Foreign Affairs is part of the Team Finland network, which offers businesses access to a wide range of funding instruments and services.

Read more:

team-finland.fi/en
um.fi/yrityspalvelut (in Finnish)

